

ANNUAL INDEX

Index to Volume IX

Authors and Articles, 1972

- Abraham, Alfred B.**, Guard Against Common Deficiencies in an Automated A/R System, January-February, p. 27.
- Agrati, Guy J.**, Practical Considerations in Common Stock Repurchase, May-June, p. 35.
- Bieneman, James N.**, Bridging the Gap Between Data Processing and Operating Departments: A Fresh Approach, September-October, p. 17.
- Bonugli, Albert L., Jerry H. Loyd, and Leo E. Shepherd**, Marketing for Food Manufacturers: The Role of the Food Broker, July-August, p. 54.
- Caldwell, James C., Belverd Needles, Jr., and Doyle Z. Williams**, Pollution Control: A Framework for Decision Making and Cost Control, May-June, p. 24.
- Califano, Alfred N., and Allen Weiss**, The Turbulent Food Service Industry, July-August, p. 38.
- Carlisle, Howard M.**, Developing the Adaptive Organization, May-June, p. 40.
- Carlson, John G., and Charles A. Mitchell**, Line-of-Balance Algorithm with Automated Outputs, March-April, p. 38.
- Carr, Julian L., Jr., and Allan M. Striker**, Executive Incentive Compensation, September-October, p. 21.
- Davidson, William B., George T. Favetta, David Gravit, Richard S. Raskin, and Ethan Stroh**, Self-Insurance — The Potential, The Drawbacks, January-February, p. 45.
- De Biasi, Ralph M.**, The "People" Factor in Profitability, November-December, p. 49.
- Doppelt, Neil**, Marketing Information: Three Squares a Day Required for the Food Industry, July-August, p. 17.
- Dratler, Louise H.**, Eighth Annual AICPA Computer Conference, September-October, p. 44.
- Dratler, Louise H.**, Food Manufacturing: Products, Problems, Protests, July-August, p. 44.

- Dratler, Louise H.**, Managing Pension Funds Sensibly, Profitably, Safely, May-June, p. 51.
- Dudick, Thomas S.**, A Backward Look at Forward Planning, January-February, p. 15.
- Dudick, Thomas S.**, Rises in Productivity, November-December, p. 19.
- Favetta, George T., William B. Davidson, David Gravitz, Richard S. Raskin, and Ethan Stroh**, Self-Insurance — The Potential, The Drawbacks, January-February, p. 45.
- Fischer, James H.**, Revitalizing Internal Reporting for Foreign Operations, May-June, p. 44.
- Fox, Harold W.**, Food Retailing Needs a Systems Approach, July-August, p. 24.
- Fried, Louis**, Don't Smother Your Project in People, March-April, p. 46.
- Gravitz, David, Richard S. Raskin, Ethan Stroh, William B. Davidson, and George T. Favetta**, Self-Insurance—The Potential, The Drawbacks, January-February, p. 45.
- Gruber, William H.**, Step-By-Step Management Innovation, March-April, p. 21.
- Hagler, Michael H.**, From Merchants to Merchandisers, July-August, p. 48.
- Hubler, Myron J., Jr.**, New Challenges for the Practitioner, September-October, p. 29.
- Johnson, Thomas D., and William L. Kendig**, The Development of Systematic Reporting Structures, January-February, p. 20.
- Kendig, William L., and Thomas D. Johnson**, The Development of Systematic Reporting Structures, January-February, p. 20.
- Leone, Rudolph L.**, The Accountant's Role in a Controlled Society, September-October, p. 51.
- Loyd, Jerry H., Leo E. Shepherd, and Albert L. Bonugli**, Marketing for Food Manufacturers: The Role of the Food Broker, July-August, p. 54.
- Lynn, Robert A., and Donald L. Rogoff**, Methods Vs. Objectives in Pricing Policy, March-April, p. 50.
- Mitchell, Charles A., and John G. Carlson**, Line-of-Balance Algorithm with Automated Outputs, March-April, p. 38.
- Needles, Belverd, Jr., James C. Caldwell, and Doyle Z. Williams**, Pollution Control: A Framework for Decision Making and Cost Control, May-June, p. 24.
- Nielsen, Robert A., and Harold I. Steinberg**, PPBS for a School District, March-April, p. 28.
- Raskin, Richard S., Ethan Stroh, William B. Davidson, George T. Favetta, and David Gravitz**, Self-Insurance — The Potential, The Drawbacks, January-February, p. 45.
- John T. Reeve**, So You've Been Elected Treasurer, November-December, p. 36.
- Rogoff, Donald L., and Robert A. Lynn**, Methods Vs. Objectives in Pricing Policy, March-April, p. 50.
- Shepherd, Leo E., Jerry H. Loyd, and Albert L. Bonugli**, Marketing for Food Manufacturers: The Role of the Food Broker, July-August, p. 54.
- Singhvi, Surendra S.**, Determination of a Cutoff Rate for New Investment Decisions, January-February, p. 39.
- Smith, Robert M.**, Food: Its Past Victories, Its Current Problems, July-August, p. 33.
- Smith, Robert M.**, Going Public May Not Be the Answer, March-April, p. 57.
- Steinberg, Harold I., and Robert A. Nielsen**, PPBS for a School District, March-April, p. 28.
- Steinberg, Harold I.**, Programing Your Budget, November-December, p. 25.
- Stroh, Ethan, William B. Davidson, George T. Favetta, David Gravitz, and Richard S. Raskin**, Self-Insurance — The Potential, The Drawbacks, January - February, p. 45.
- Striker, Allan M., and Julian L. Carr, Jr.**, Executive Incentive Compensation, September-October, p. 21.
- Walsh, John**, Venturing Beyond the Pass, May-June, p. 32.
- Wargo, J. Louis**, Accurate Standard Costs for Foundry Labor and Overhead, May-June, p. 19.
- Watson, Hugh J.**, Financial Planning and Control, November-December, p. 43.
- Weiss, Allen, and Alfred N. Califano**, The Turbulent Food Service Industry, July-August, p. 38.
- Williams, Doyle Z., Belverd Needles, Jr., and James C. Caldwell**, Pollution Control: A Framework for Decision Making and Cost Control, May-June, p. 24.
- Young, Samuel L.**, The Operations Achievement Program, September-October, p. 36.

Subject Index, 1972

Accounting Systems

Guard Against Common Deficiencies in an Automated A/R System, Alfred B. Abraham, January-February, p. 27.

Capital Investment Analysis

Practical Considerations in Common Stock Repurchase, Guy J. Agrati, May-June, p. 35.

Determination of a Cutoff Rate for New Investment Decisions, Surendra S. Singhvi, January-February, p. 39.

CPA Independence

Eighth Annual AICPA Computer Conference, Louise H. Dratler, September-October, p. 44.

Computer Conference

Eighth Annual AICPA Computer Conference, Louise H. Dratler, September-October, p. 44.

Consumerism

Food Manufacturing: Products, Problems, Protests, Louise H. Dratler, July-August, p. 44.

Food: Its Past Victories, Its Current Problems, Robert M. Smith, July-August, p. 33.

Control Systems

Line-of-Balance Algorithm with Automated Outputs, John G. Carlson and Charles A. Mitchell, March-April, p. 38.

Cost Analysis

Accurate Standard Costs for Foundry Labor and Overhead, J. Louis Wargo, May-June, p. 19.

Cost Control

Pollution Control: A Framework for Decision Making and Cost Control, Belverd Needles, Jr., James C. Caldwell, and Doyle Z. Williams, May-June, p. 24.

Accurate Standard Costs for Foundry Labor and Overhead, J. Louis Wargo, May-June, p. 19.

Ecology

The Accountant's Role in a Controlled Society, Rudolph L. Leone, September-October, p. 51.

Pollution Control: A Framework for Decision Making and Cost Control, Belverd Needles, Jr., James C. Caldwell, and Doyle Z. Williams, May-June, p. 24.

Electronic Data Processing

Guard Against Common Deficiencies in an Automated A/R System, Alfred B. Abraham, January-February, p. 27.

Bridging the Gap Between Data Processing and Operating Departments: A Fresh Approach, James N. Bieneman, September-October, p. 17.

Eighth Annual AICPA Computer Conference, Louise H. Dratler, September-October, p. 44.

Food Industry

The Turbulent Food Service Industry, Alfred N. Califano and Allen Weiss, July-August, p. 38.

Marketing Information: Three Squares a Day Required for the Food Industry, Neil Doppelt, July-August, p. 17.

Food Manufacturing: Products, Problems, Protests, Louise H. Dratler, July-August, p. 44.

Food Retailing Needs a Systems Approach, Harold W. Fox, July-August, p. 24.

From Merchants to Merchandisers, Michael H. Hagler, July-August, p. 48.

Marketing for Food Manufacturers: The Role of the Food Broker, Jerry H. Loyd, Leo E. Shepherd, and Albert L. Bonugli, July-August, p. 54.

Food: Its Past Victories, Its Current Problems, Robert M. Smith, July-August, p. 33.

Forecasting

From Merchants to Merchandisers, Michael H. Hagler, July-August, p. 48.

Financial Planning and Control, Hugh J. Watson, November-December, p. 43.

Foreign Operations

Revitalizing Internal Reporting for Foreign Operations, James H. Fischer, May-June, p. 44.

Incentive Compensation

Executive Incentive Compensation, Allan M. Striker and Julian L. Carr, Jr., September-October, p. 21.

Information Systems

Line-of-Balance Algorithm with Automated Outputs, John G. Carlson and Charles A. Mitchell, March-April, p. 38.

Insurance

Self-Insurance — The Potential, The Drawbacks, William B. Davidson, George T. Favetta, David Gravitz, Richard S. Raskin, and Ethan Stroh, January-February, p. 45.

Integration of Audit and MAS

Eighth Annual AICPA Computer Conference, Louise H. Dratler, September-October, p. 44.

Internal Control

Revitalizing Internal Reporting for Foreign Operations, James H. Fischer, May-June, p. 44.

Investment Banking

Going Public May Not Be the Answer, Robert M. Smith, March-April, p. 57.

Management Self-Analysis

Developing the Adaptive Organization, Howard M. Carlisle, May-June, p. 40.

The "People" Factor in Profitability, Ralph M. De Biasi, November-December, p. 49.

Step-By-Step Management Innovation, William H. Gruber, March-April, p. 21.

Venturing Beyond the Pass, John Walsh, May-June, p. 32.

Manpower Utilization and Management

The "People" Factor in Profitability, Ralph M. De Biasi, November-December, p. 49.

A Backward Look at Forward Planning, Thomas S. Dudick, January-February, p. 15.

Don't Smother Your Project in People, Louis Fried, March-April, p. 46.

The Operations Achievement Program, Samuel L. Young, September-October, p. 36.

Marketing

Marketing Information: Three Squares a Day Required for the Food Industry, Neil Doppelt, July-August, p. 17.

Marketing for Food Manufacturers: The Role of the Food Broker, Jerry H. Loyd, Leo E. Shepherd, and Albert L. Bonugli, July-August, p. 54.

Mergers and Acquisitions

A Backward Look at Forward Planning, Thomas S. Dudick, January-February, p. 15.

Nonprofit Organization Management

So You've Been Elected Treasurer, John T. Reeve, November-December, p. 36.

PPBS for a School District, Harold I. Steinberg and Robert A. Nielsen, March-April, p. 28.

Programing Your Budget, Harold I. Steinberg, November-December, p. 25.

Pension Funds

Managing Pension Funds Sensibly, Profitably, Safely, Louise H. Dratler, May-June, p. 51.

Planning

Bridging the Gap Between Data Processing and Operating Departments: A Fresh Approach, James N. Bieneman, September-October, p. 17.

The Turbulent Food Service Industry, Alfred N. Califano and Allen Weiss, July-August, p. 38.

A Backward Look at Forward Planning, Thomas S. Dudick, January-February, p. 15.

Step-By-Step Management Innovation, William H. Gruber, March-April, p. 21.

New Challenges for the Practitioner, Myron J. Hubler, Jr., September-October, p. 29.

Determination of a Cutoff Rate for New Investment Decisions, Surendra S. Singhvi, January-February, p. 39.

PPBS for a School District, Harold I. Steinberg and Robert A. Nielsen, March-April, p. 28.

Programing Your Budget, Harold I. Steinberg, November-December, p. 25.

Financial Planning and Control, Hugh J. Watson, November-December, p. 43.

PPBS

PPBS for a School District, Harold I. Steinberg and Robert A. Nielsen, March-April, p. 28.

Programing Your Budget, Harold I. Steinberg, November-December, p. 25.

Practice Management

New Challenges for the Practitioner, Myron J. Hubler, Jr., September-October, p. 29.

Pricing

Methods Vs. Objectives in Pricing Policy, Donald L. Rogoff and

Robert A. Lynn, March-April, p. 50.

Productivity Improvement

Rises in Productivity, Thomas S. Dudick, November-December, p. 19.

The Operations Achievement Program, Samuel L. Young, September-October, p. 36.

Product Management

Line-of-Balance Algorithm with Automated Outputs, John G. Carlson and Charles A. Mitchell, March-April, p. 38.

Profitability Analysis

Determination of a Cutoff Rate for New Investment Decisions, Surendra S. Singhvi, January-February, p. 39.

Project Management

Line-of-Balance Algorithm with Automated Outputs, John G. Carlson and Charles A. Mitchell, March-April, p. 38.

Reports

The Development of Systematic Reporting Structures, William L. Kendig and Thomas D. Johnson, January-February, p. 20.

R&D

Venturing Beyond the Pass, John Walsh, May-June, p. 32.

Resource Allocation

A Backward Look at Forward Planning, Thomas S. Dudick, January-February, p. 15.

Rises in Productivity, Thomas S. Dudick, November-December, p. 19.

Programing Your Budget, Harold I. Steinberg, November-December, p. 25.

Retailing

Food Retailing Needs a Systems Approach, Harold W. Fox, July-August, p. 24.

Risk Analysis

Methods Vs. Objectives in Pricing Policy, Donald L. Rogoff and

Robert A. Lynn, March-April, p. 50.

Small Business Management

New Challenges for the Practitioner, Myron J. Hubler, Jr., September-October, p. 29.

Social Accounting

The Accountant's Role in a Controlled Society, Rudolph L. Leone, September-October, p. 51.

PPBS for a School District, Harold I. Steinberg and Robert A. Nielsen, March-April, p. 28.

Programing Your Budget, Harold I. Steinberg, November-December, p. 25.

Systems Analysis and Design

Guard Against Common Deficiencies in an Automated A/R System, Alfred B. Abraham, January-February, p. 27.

Systems and Procedures

Developing the Adaptive Organization, Howard M. Carlisle, May-June, p. 40.

The Development of Systematic Reporting Structures, William L. Kendig and Thomas D. Johnson, January-February, p. 20.

Time Sharing

Eighth Annual AICPA Computer Conference, Louise H. Dratler, September-October, p. 44.

Work Measurement

The Operations Achievement Program, Samuel L. Young, September-October, p. 36.

CLASSIFIED

HELP WANTED

YOUR RESUME—Write it yourself! Instructions, samples, forms \$3. Resume Company, 359 Jersey Avenue, Fairview, New Jersey 07022.

RATES: Help Wanted, Professional Opportunities and Miscellaneous 30 cents a word, Situations Wanted 30 cents a word. Box number, when used, is two words. Classified advertisements are payable in advance. Closing date, 5th of month preceding date of issue. Address for replies: Box number, Management Adviser, 666 Fifth Ave., N.Y. 10019.

Management Adviser

